

REVIVING TRADITIONAL TRANSPORT CORRIDORS BETWEEN CIS AND EUROPE THROUGH INTEGRATED TRANSPORT SOLUTIONS

Aktau,
May 14, 2019



Agenda

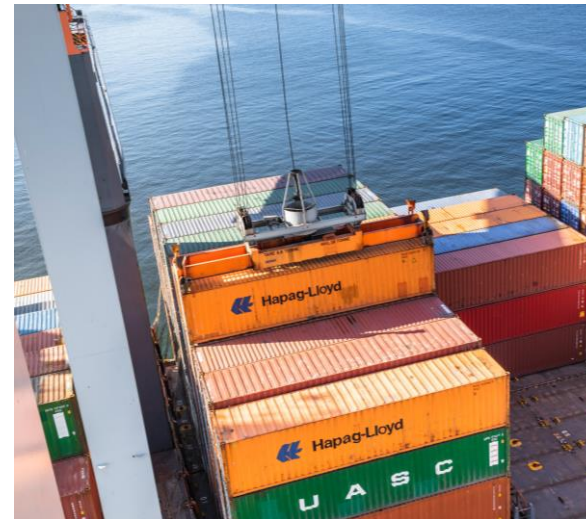
1. HAMBURGER HAFEN UND LOGISTIK AG



2. GATEWAY TO RUSSIA AND CIS



3. INTEGRATED TRANSPORT SOLUTIONS



4. JOINTLY INTO THE FUTURE

Hamburger Hafen und Logistik AG is a leading port and logistics company in Europe



- The City of Hamburg owns 68% of HHLA, with the remaining 32% being in free float.
- HHLA's activities extend from the Port of Hamburg across the whole of Europe, especially to Eastern Europe and the Caucasus.

€ 1.3 billion
REVENUE

€ 204 million
EBIT

HHLA Container Terminals are providing state-of-the-art handling technology with a total throughput of 7.3 million TEU in 2018



Container Terminal Altenwerder

- One of the most modern terminals in the world
- Very high degree of automation



Container Terminal Burchardkai

- Largest container terminal in Hamburg
- First facility in Europe to introduce tandem cranes



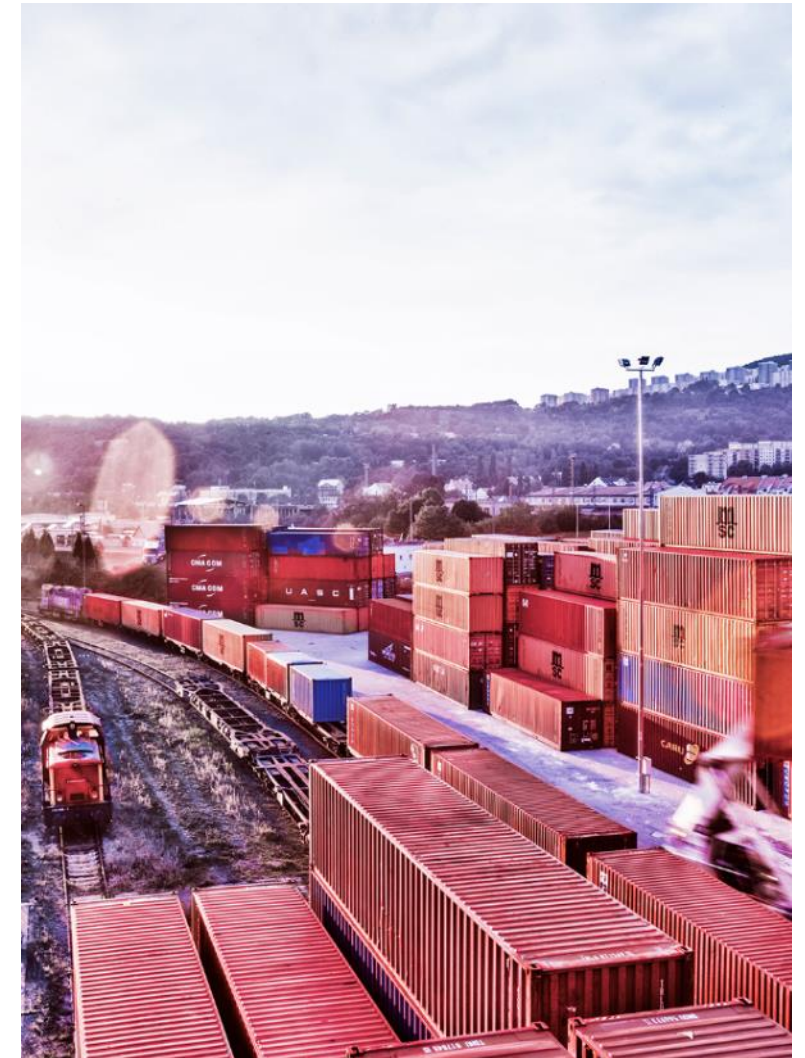
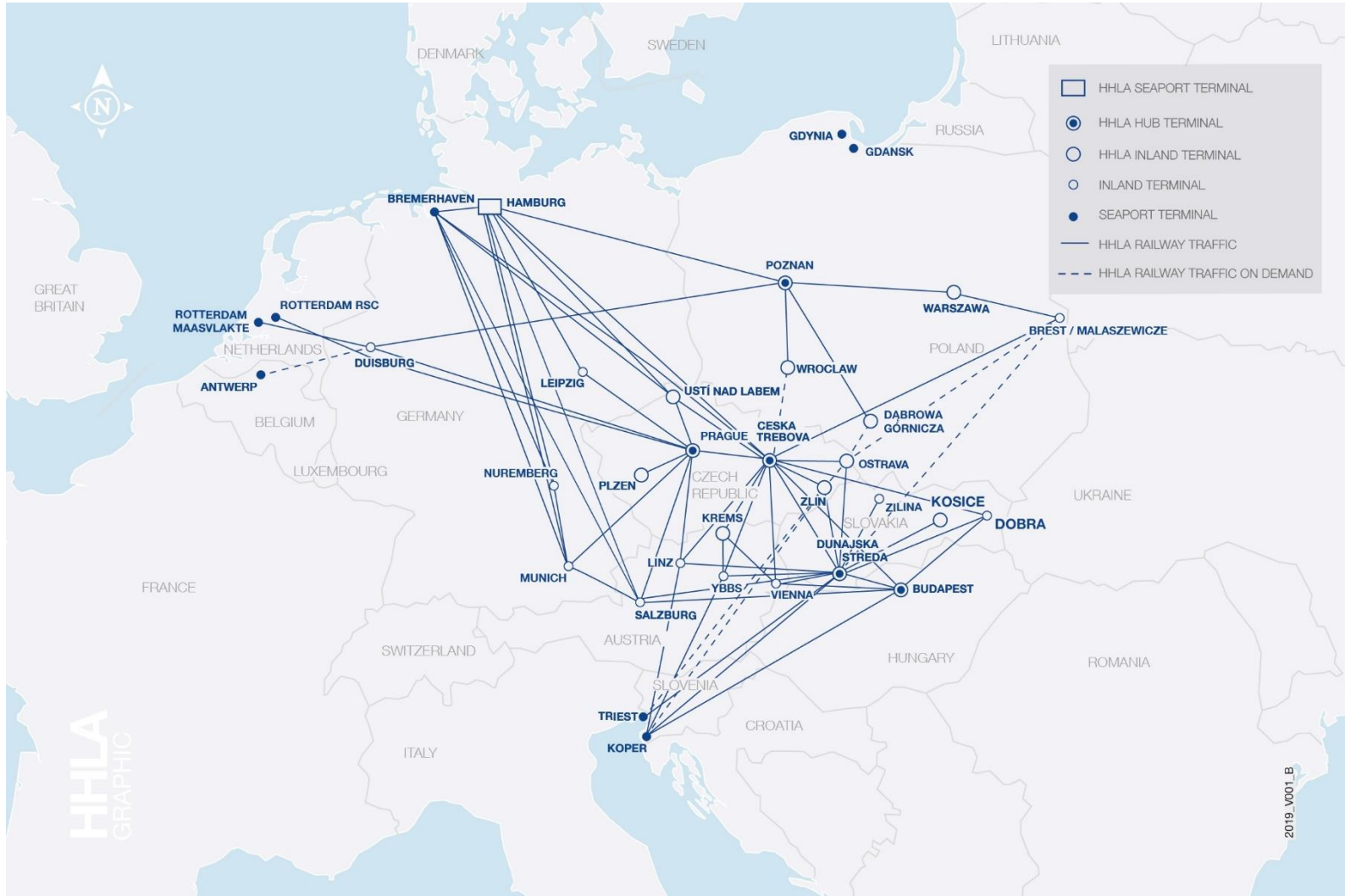
Container Terminal Tollerort

- Smallest but most flexible terminal in Hamburg
- Rail terminal built with five curved tracks

Plus two international terminals

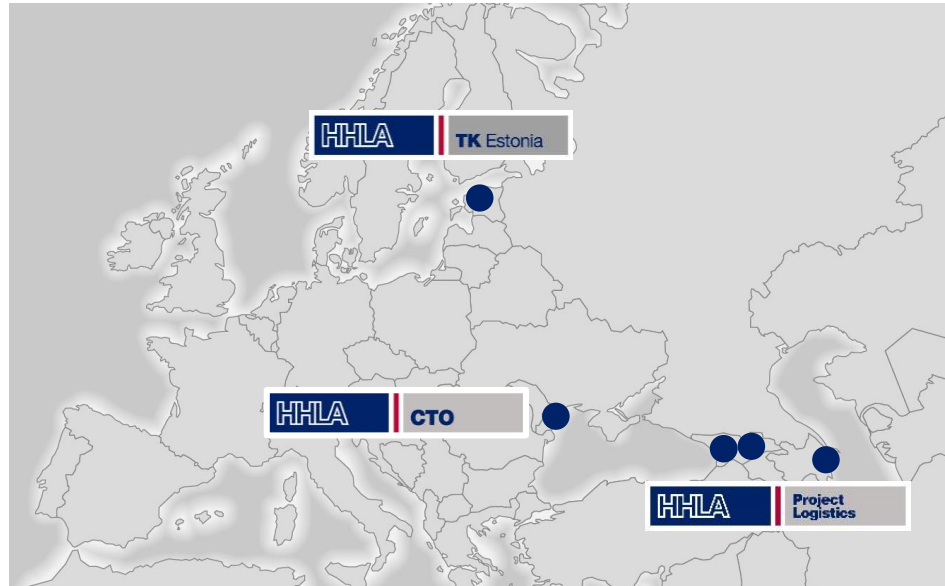
- Container Terminal Odessa
- HHLA TK Estonia/Tallinn

Subsidiary METRANS is the largest rail operator in Europe handling ~1.5 million TEU in 2018, operating more than 500 trains weekly



HHLA International activities currently concentrated on Eastern Europe and Georgia/Azerbaijan

HHLA INTERNATIONAL ENTITIES IN UKRAINE, ESTONIA AND GEORGIA*



* HHLA International constantly seeks for investment opportunities also in other parts of Europe and abroad



Container Terminal Odessa

- Involvement since 2001
- Largest container terminal in the Ukraine



HHLA TK Estonia/Tallinn

- Terminal acquired in 2018
- Largest terminal operator in Estonia
- Gateway for Estonia, Russia and CIS countries

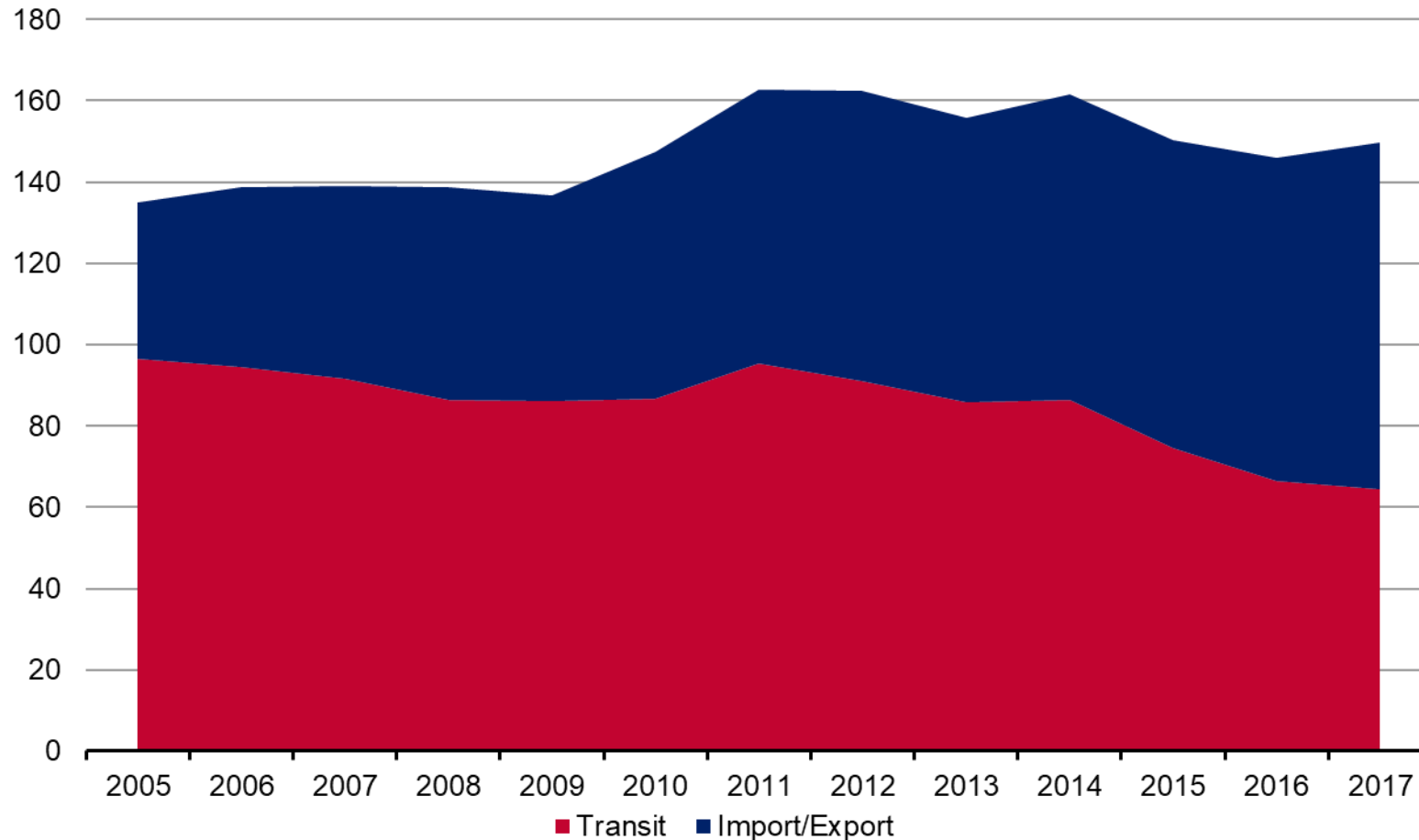


HHLA Project Logistics

- Established in 2001 in Poti/Georgia
- Specialized in organization of heavy lift transports and of containerized intermodal transports in Caucasus and CIS

Baltic States port sector traditionally has been a major gateway for transit flows to/from Russia and CIS countries

PORT THROUGHPUT BALTIC STATES (in million tons)

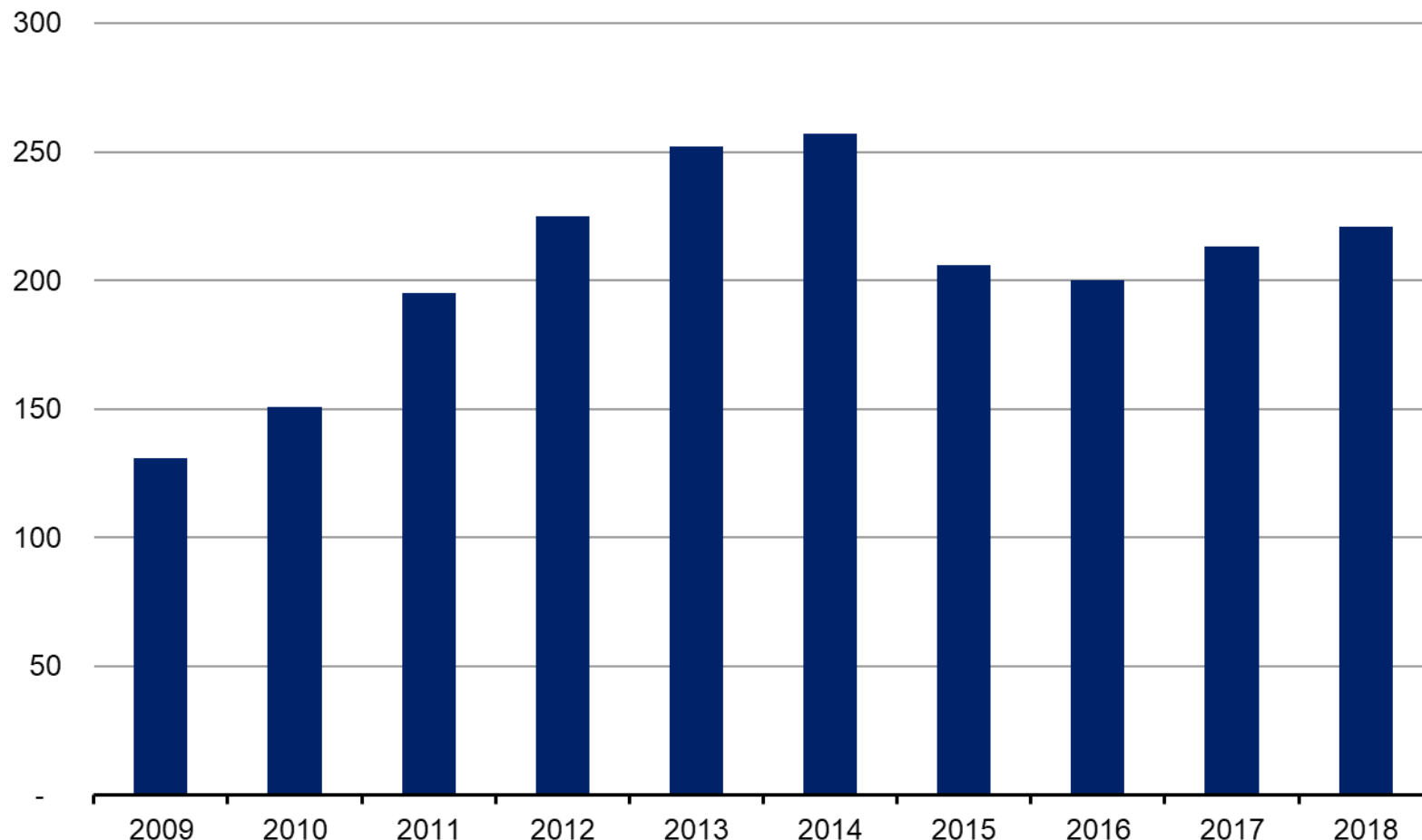


- The Baltic States are traditionally a major gateway for both Russia and CIS countries, i.e. (2005)
 - 100 million tons transit volume
 - 70% of total Baltic States port throughput
- Major reasons for the gateway role include
 - favourable geographic location
 - wide gauge rail connections
 - ice free nautical access
 - efficient and low cost port operations
- However, significant decline since 2014, due to political reasons and Russian ambitions to utilize Russian ports for Russian and transit cargoes

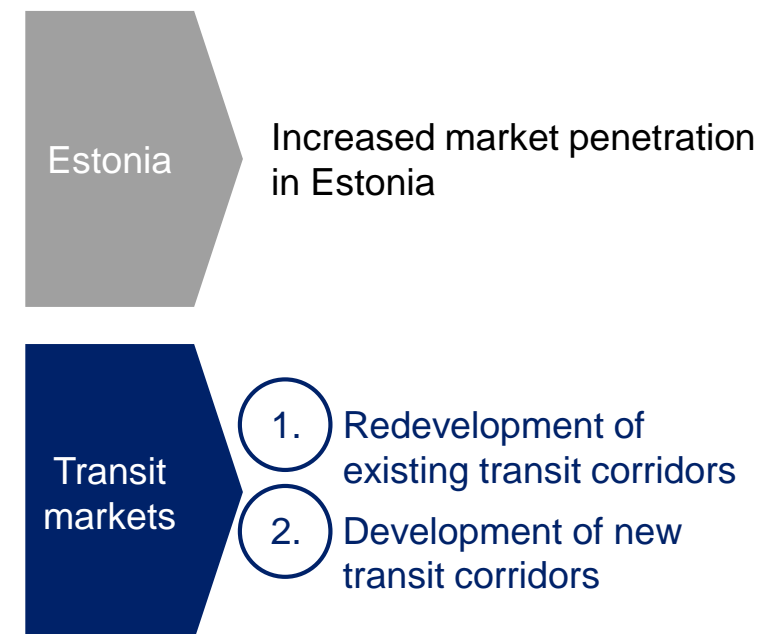
Source: Statistics Authorities of Estonia, Latvia, Lithuania, incl. estimates, 2019

Decrease of container volumes after 2014 also at HHLA TK Estonia

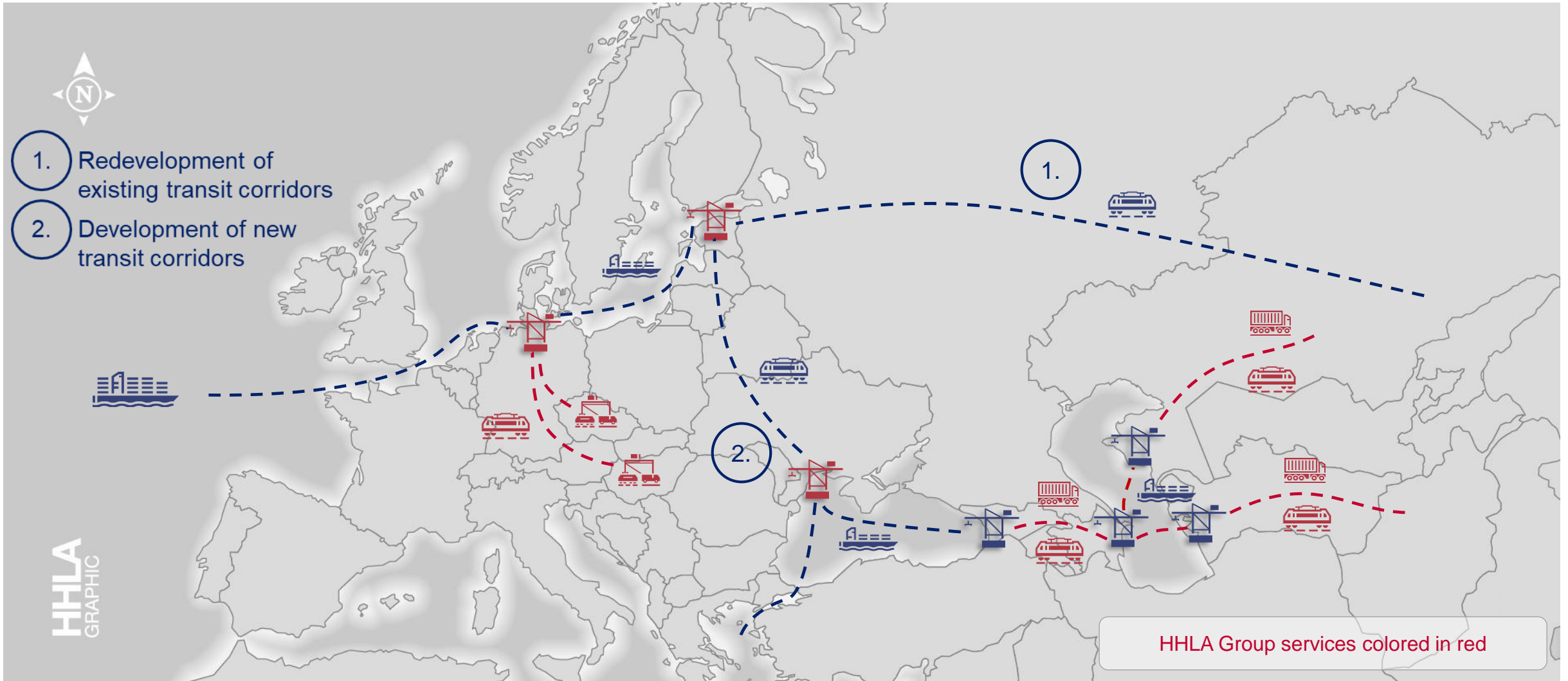
CONTAINER THROUGHPUT AT HHLA TK ESTONIA (in 000 TEU)



- In line with overall market developments throughput also decreased at HHLA TK Estonia
- **Two major strategic directions** with regard to transit markets



Development of integrated multimodal logistics chains with comprehensive intra-company network and partners



Multimodality, integration and cooperation along the international transport routes are key to offer competitive transport solutions

RELEVANT AREAS OF FOCUS



Operational excellence

- Digitization and automation for improved and cost-efficient operations



Value added services

- Emphasis on client specific solutions, incl.
 - Value added services
 - Distribution centers
 - Logistics zones



Intermodal solutions

- Focus on cross-border intermodal solutions
- Application of HHLA intermodal knowledge to improve interfaces



Integration

- Provision of seamless and one-stop-shop transport solutions
- Integrated IT solutions to link all actors across SC
- Utilization of HHLA assets along transit corridors to control and organize transport flows

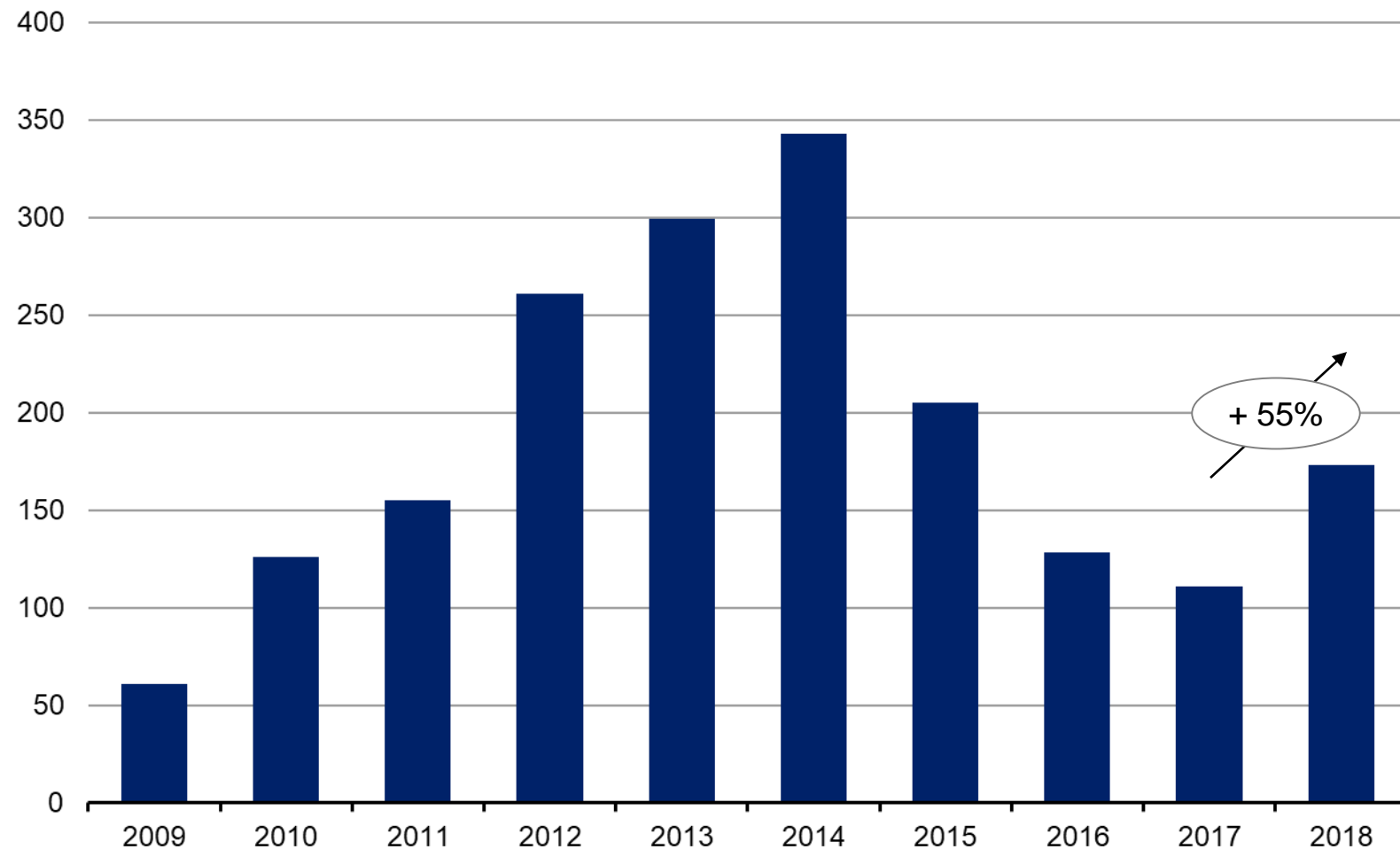


Cooperation

- Close and trustful cooperation with business partners and authorities

Seamless intermodal services contributed to increase of block trains at HHLA TK Estonia on existing transit corridor in 2018

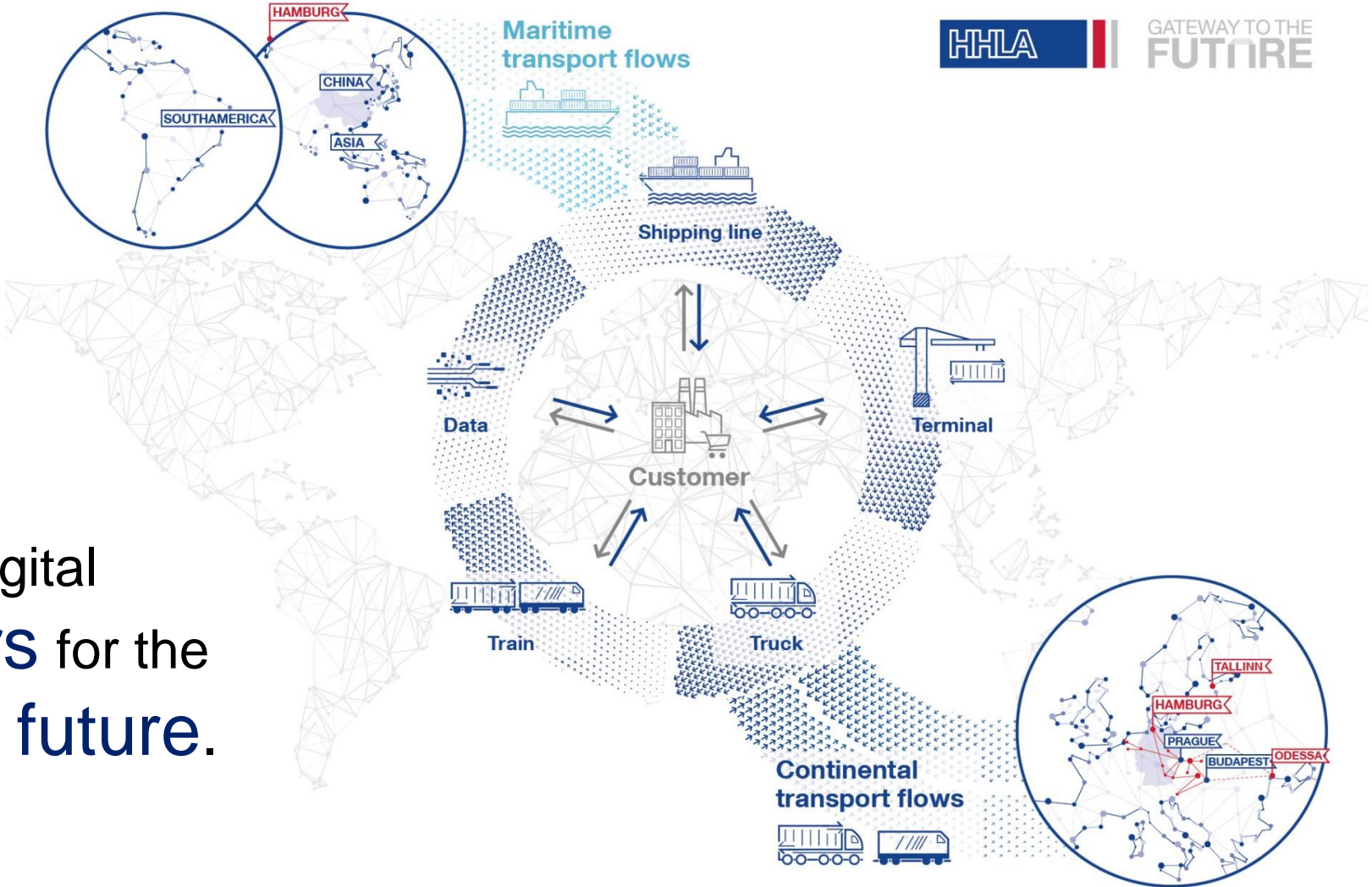
BLOCK TRAIN DEPARTURES HHLA TK ESTONIA



- Significant increase in block train departures in 2018, due to implementation of selected measures:
 - Operational reliability and competitive rates
 - Industry specific solutions
 - Integrated IT systems
 - Provision of seamless transport solutions
 - Close cooperation with relevant railway operators and authorities

We are happy to develop new transport corridors with you.

We develop logistical and digital hubs with our customers for the transport flows of the future.



QUESTIONS WELCOME.

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